

FIG. 1

A block diagram of a preferred system architecture of an electronic marketplace

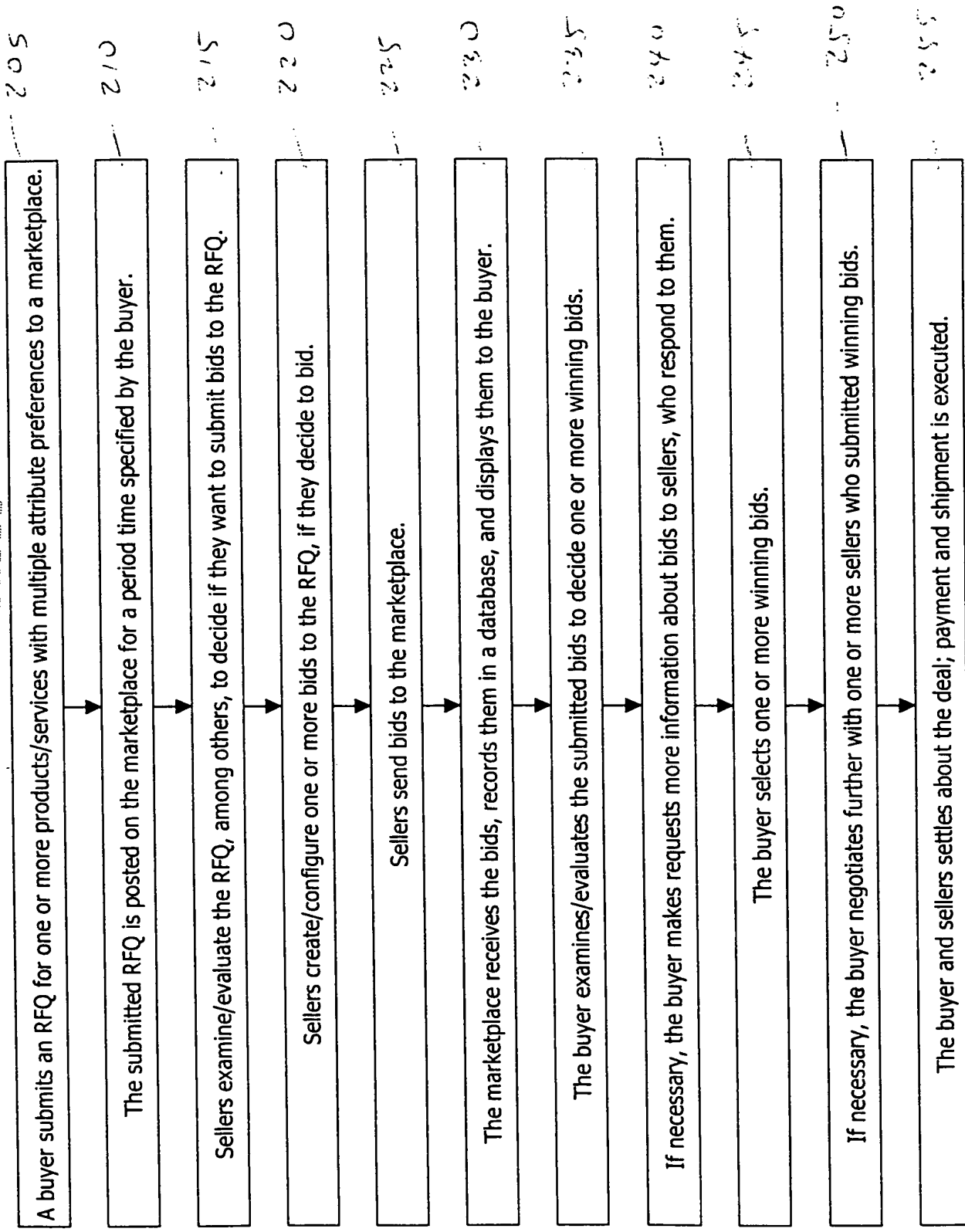


Fig. 2
A flow chart of a preferred RFQ process

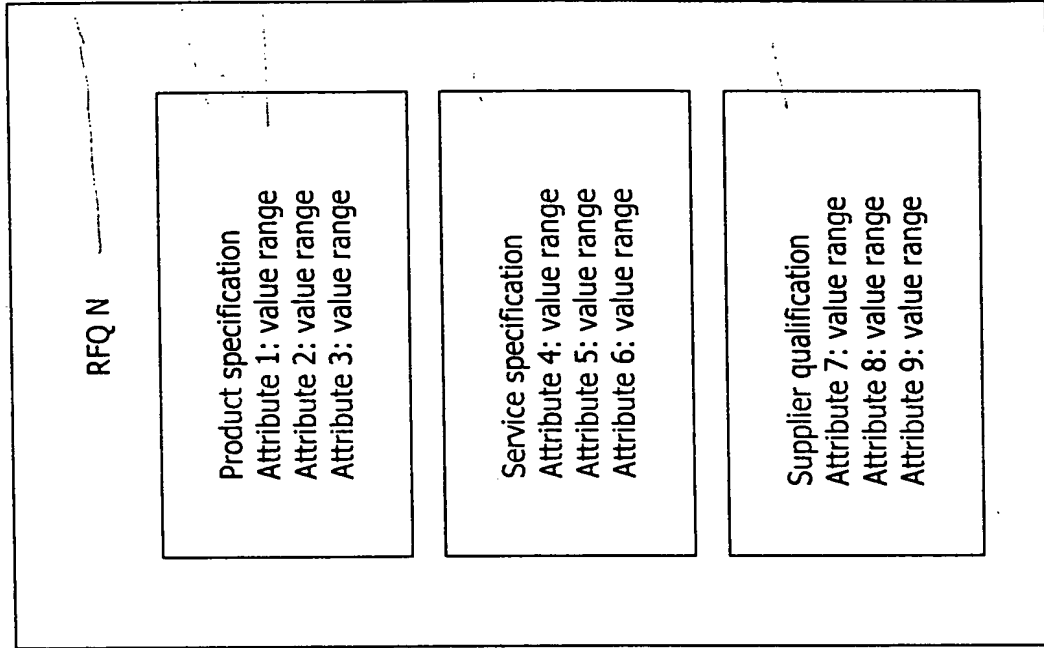


Fig. 3

An example of an RFQ having multiple attributes

400

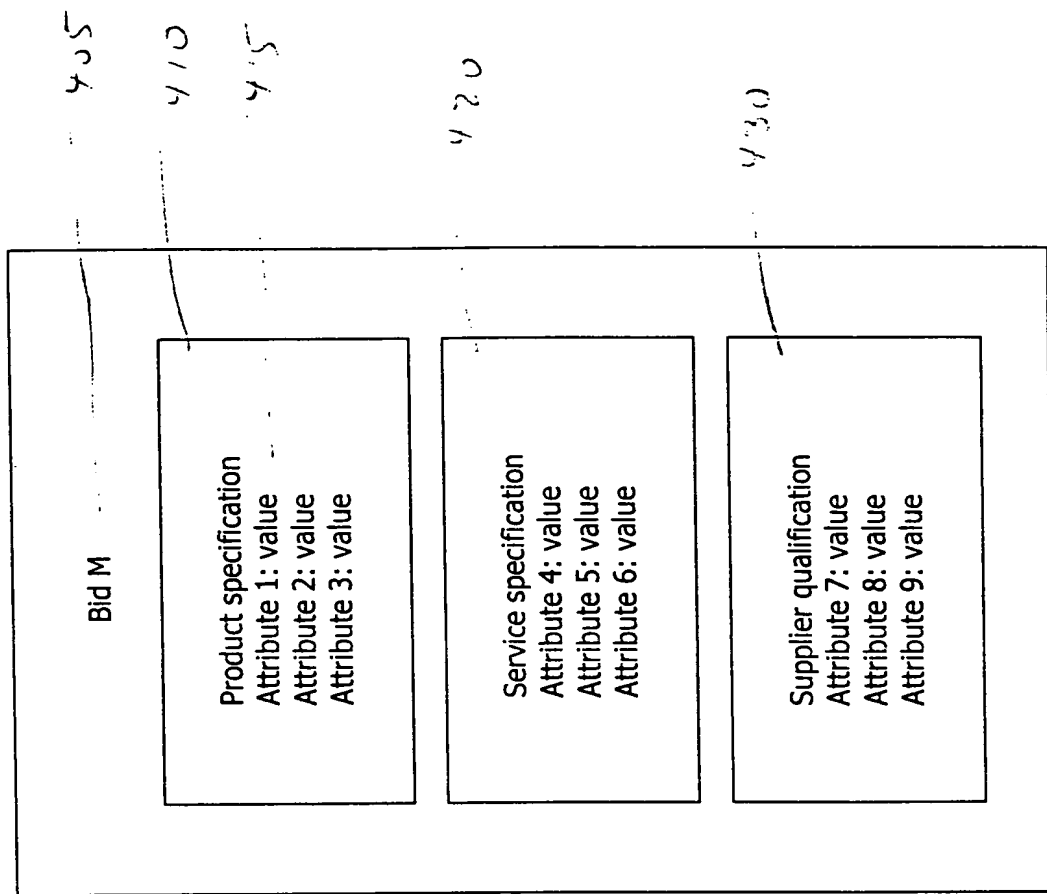


Fig. 4
An example of bids having multiple attributes

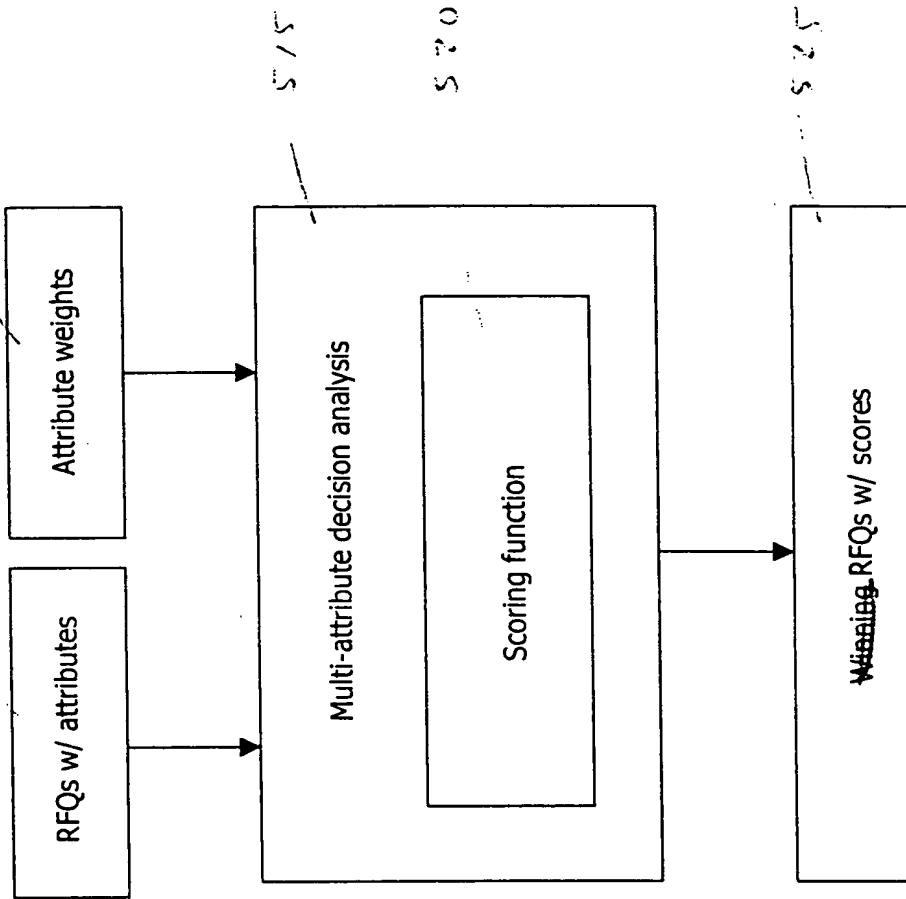


Fig. 5

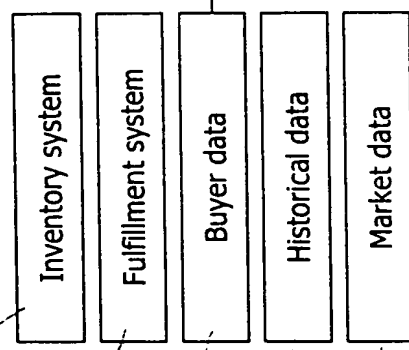
A block diagram of a preferred RFQ selection process

600

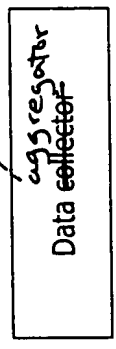
FIG. 6

650

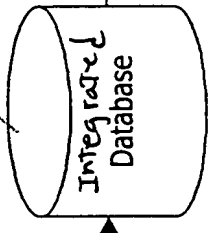
610



620

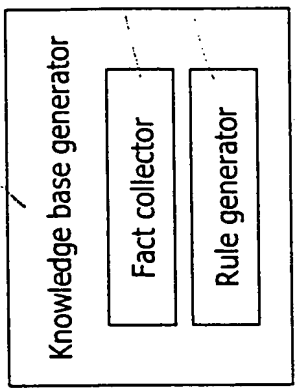
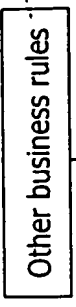


630

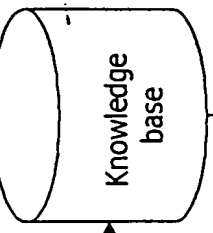


641

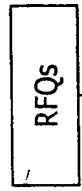
642



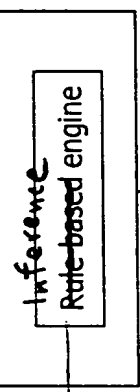
660



300



670



671

680



690



400



FIG. 6

A block diagram of a preferred bid configuration system

700

700 701 702 703 704 705

Rules for product specification

If a product/service's gross margin > 50%, then give the highest priority to it among alternatives.

If a product/service's gross margin < 35%, then give the lowest priority to it among alternatives.

If a product's on-hand inventory > 4 weeks in supply, then give the highest priority to it among alternatives.

If a product's on-hand inventory < 2 weeks in supply, then give the lowest priority to it among alternatives.

If a buyer's reputation rate is better than 4, then apply 3% discount rate.

Rules for service specification

If a buyer's reputation rate is better than 3, then add a year to the standard warranty period.

Rules for buyer qualification

If a buyer's stock value has decreased more 50% in the last 1 year, then assign the lowest priority to its RFQ.

Selling policies

Limit the min/max num of buyers.

No buyer receives more than 40% of the business.

Fig 7
Examples of rules for bid configuration

005

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Examples of facts for bid configuration